

**BEFORE
THE PUBLIC SERVICE COMMISSION
OF SOUTH CAROLINA
DOCKET NO. 2019-86-T**

**Application of Carwin Logistics, LLC for a
Class E (Household Goods) Certificate of
Public Convenience and Necessity for
Operation of Motor Vehicle Carrier**

**PREFILED DIRECT
TESTIMONY
OF ALDIN BROWN**

1 **Q. Please state your name, employer, and business address.**

2 **A.** My name is Aldin Brown. I am the sole member of Carwin Logistics, LLC (“Carwin”)
3 located at 3803 Poplar Grove Place, Summerville, South Carolina, 29483. Our mailing address is
4 1317 N. Main Street, Suite 206, Summerville, South Carolina 29483.

5 **Q. What is the purpose of your testimony?**

6 **A.** I am testifying in support of Carwin’s Application for a Class E Certificate of Public
7 Convenience and Necessity with statewide authority.

8 **Q. Is Carwin organized to transact business in the State of South Carolina?**

9 **A.** Yes, Carwin is a South Carolina Limited Liability Company, established on August 9,
10 2013. A copy of a Certificate of Good Standing was filed with Carwin’s Application, and the
11 company remains in good standing.

12 **Q. How did you become associated with Carwin?**

13 **A.** I am the organizer and sole member of Carwin.

14 **Q. Please tell the Commission about your education and work history?**

15 **A.** I graduated from Piper High School in Sunrise, Florida. I briefly attended a private college
16 to study business administration but discontinued when my 2-year-old son came to live with me.

1 I have had a variety of jobs. I've been a delivery helper at Rooms to Go, a stock clerk at Sound
2 Advice, a technician for Motorola, and a foreman for American Van Lines. I started Carwin
3 Logistics in 2013.

4 **Q. Do you have any experience providing moving services?**

5 **A.** Yes. Carwin has provided commercial moving services since 2013. Carwin's clients
6 include Charleston County School District, Alfred Williams & Company, and Cumming,
7 Winchester Xavier & Associates. Carwin is one of four small movers recently awarded a contract
8 pursuant to an RFP issued by the Charleston County School District. Carwin was also recently
9 awarded a contract as the sole provider of moving services for the College of Charleston. Copies
10 of the award notices are attached as Exhibit A to my testimony.

11 **Q. Has Carwin provided household goods moving services?**

12 **A.** No. On a few occasions we have helped with the packing and unpacking of household
13 goods, but we did not transport them to their destination.

14 **Q. Please describe the new services Carwin would like to provide.**

15 **A.** Carwin will provide all services associated with household goods moving such as
16 transportation, packing, unpacking, and physical labor.

17 **Q. How employees will Carwin have?**

18 **A.** Carwin will have four employees.

19 **Q. How will you train your employees?**

20 **A.** Employees will be provided training videos published on YouTube. I will train and test
21 them. Carwin also plans to create a training manual that employees will be tested on.

22 **Q. Does Carwin own or lease any vehicles?**

1 A. Yes, Carwin owns a 2005 Chevrolet Express G2500 cargo van and a 2005 International
2 truck.

3 **Q. Does Carwin plan to acquire other vehicles?**

4 A. Yes. Our plans are to acquire another 26ft Box truck, a 16ft Box truck, a 53ft tractor trailer,
5 and a 15-passenger van for personnel transport. Based on projected revenue from our commercial
6 contracts, we should be able to acquire these assets before next summer.

7 **Q. Will Carwin be insured?**

8 A. Yes, an insurance quote is attached to Carwin's Application. We have general liability,
9 commercial auto and cargo insurance, and Worker's Compensation coverage.

10 **Q. Does Carwin have a proposed tariff?**

11 A. Carwin's proposed tariff is attached as Exhibit B.

12 **Q. How will you quote the cost of a move to a customer?**

13 A. Carwin will only provide an estimated cost of a move; not a fixed price. Our quotes are
14 based upon estimated time, moving experience, and what clients convey they need moved. On-site
15 estimates will be performed if deemed necessary.

16 **Q. Does Carwin have a Bill of Lading?**

17 A. Yes, I've attached a Bill of Lading form to my testimony as (Exhibit C)

18 **Q. Will Carwin provide a Bill of Lading for each move it conducts?**

19 A. Yes.

20 **Q. Why do you believe there is a need for Carwin's services in South Carolina?**

21 A. As the housing market rebounds from the recession, more people need the services of a
22 good moving company. According to the Federal Reserve, the state's unemployment rate is about
23 3.8% and the median family incomes have risen across the state: +8.28 % in the Charleston MSA,

1 +4.33% in the Columbia MSA, and +7.09 % in the Greenville MSA. *See* Federal Reserve Bank
2 of Richmond, South Carolina Snapshot (attached as Exhibit D).

3 The United States Census Bureau also estimates South Carolina grew by 9.9% to over 5
4 million people between April 1, 2010 and July 1, 2018. The state now has more than 5 million
5 people. Much of the growth has been in the Charleston-Berkeley-Dorchester tri-county area where
6 Carwin is located. *See* U.S. Census Bureau Quick Facts, South Carolina,
7 www.census.gov/quickfacts/sc. For instance, Berkeley county is now the second-fastest growing
8 county in the state. Even though the broader tri-county area's growth has slowed in recent years,
9 it still gains an average of 34 people each day.¹ In other parts of the state, Spartanburg is now the
10 19th fastest growing metropolitan area in the country and among the top five in South Carolina. *Id.*
11 Twenty of South Carolina's counties have lost population. *Id.* All these statistics reveal people
12 moving into and around South Carolina and suggest that demand for qualified movers will
13 continue to be strong.

14 **Q. How will Carwin reach its customers?**

15 **A.** We plan to market Carwin through newspapers, social media, and word of mouth. Carwin
16 has provided reliable service to our commercial clients for over five years without accident, injury,
17 or failure. We have never refused a project or missed a deadline. We supplement our income with
18 these commercial contracts, which as of now will be effect to 2024.

19 **Q. Is Carwin's financially able to provide service to the public?**

20 **A.** Yes. As shown on our application, Carwin's is financially viable.

¹ "Population growth slowed in Charleston County, soared in Horry, Berkeley and Spartanburg", *Post and Courier*, April 18, 2019 (Exhibit E).

1 **Q. Are there any outstanding court orders or judgments against Carwin's or you,**
2 **personally?**

3 A. No.

4 **Q. Are you aware of any complaints filed against Carwin's or you with the Better**
5 **Business Bureau, the Chamber of Commerce, or any state, or municipal court or agency?**

6 A. No.

7 **Q. Have you or Carwin's ever been convicted of a crime?**

8 A. Yes. In 2004, I pled guilty to possession of over 20 grams of marijuana. On September 18,
9 2007, I pled guilty to burglary with assault, resisting an officer with violence, and battery on a law
10 enforcement officer. As a result, I served three years in prison in Florida. I have had no other
11 charges or convictions, other than minor traffic offenses since my release in 2010. I did not have
12 the finances to fight the case.

13 **Q. Are you familiar with, and do you agree to comply with the statutes and regulations**
14 **that govern the operation of intrastate household goods movers in South Carolina?**

15 A. Yes, and Carwin will comply with them.

16 **Q. Have you published a notice of Carwin's Application?**

17 A. Yes. A Notice of Filing was published in the *Post and Courier* newspaper on March 20,
18 2019. An Affidavit of Publication was filed with the Commission on March 25, 2019.

19 **Q. What is Carwin's plan for the next five years?**

20 A. We aspire to increase our capabilities to serve the community by acquiring more trained
21 personal, moving trucks, and office spaces. We take great pride in our work and, therefore believe
22 the key to increasing sales is to implement a rigorous training program that focuses on careful
23 handling, customer service, and safety. We plan to maintain a stable controlled growth as to not

1 overwhelm ourselves without the ability to maintain the quality of service we pride ourselves on
2 providing.

3 **Q. Would it be in the public interest for the Commission to grant Carwin a Certificate**
4 **of Public Convenience and Necessity?**

5 **A.** Yes. Carwin has shown a demand for household moves services in South Carolina, and
6 the company is qualified to provide them. While I understand my past criminal convictions may
7 give rise to questions, the record shows I have turned my life around after my release from prison.
8 The conviction was nearly 12 years ago, and it has been almost 10 years since I completed my
9 sentence. I am now married and run a successful business, and now I am ready to expand my
10 business in the household goods moving market.

11 **Q. Does this conclude your testimony?**

12 **A.** Yes.